July 4,2025

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-June 2025 Monthly Sales Summary for fiscal year Jan. 1, 2025 through Dec. 31, 2025 (% YoY)-

✓ Monthly Sales YoY, Number of Stores

	All Store(%)	Same Store(%)	Openings	Closings	Number of stores
Jan	12.1	8.7	0	1	306
Feb	14.2	12.8	0	1	305
Mar	8.2	4.8	6	0	311
Apr	13.5	9.0	3	0	314
May	7.7	3.6	0	0	314
Jun	6.1	2.1	2	0	316
Jul					
Aug					
Sep					
Oct					
Nov					
Dec					
1Q	10.9	8.3	6	2	311
2Q	8.8	4.6	5	0	316
3Q					
4Q					
1H	10	6.4	11	2	316
2H					
Total					

Note 1: The figures above are based on preliminary figures for management accounting, and may differ from actual results.
Note 2: Existing stores are stores that were open in the same month of the previous year and the same month of the current year.
Note 3: In addition to the above, there are adjustments for EC sales, wholesale sales, revenue recognition standards, etc., so the change in sales on the income statement will not match the change in sales.

✓ Topics

For the month, while there was a rebound from the strong performance of the same month last year, various collaborations, promotions, and UV-related products also continued to generate strong sales, resulting in +6.1% for all stores and +2.1% for same-store sales.

✓ Store Openings and Closings

Openings: Zoff Lala Terrace Kita-Ayase, Zoff LAZA WALK Kaifutaba
Closings: -

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In the event of any discrepancy between the Japanese original and this English translation, the Japanese original shall prevail.

✓ Historical Monthly Sales YoY

	All Store Sales				Same Store Sales			
	2021	2022	2023	2024	2021	2022	2023	2024
Jan	-3.6	11.5	4.0	10.3	-10.4	6.7	2.7	6.6
Feb	11.9	-6.3	9.5	13.8	4.5	-10.1	8.7	10.1
Mar	22.2	13.4	3.9	15.9	13.3	9.7	4.0	12.0
Apr	399.0	16.1	5.8	10.8	353.8	12.5	4.8	7.4
May	140.8	28.9	10.9	18.7	119.9	25.4	9.6	14.5
Jun	-16.1	13.1	12.6	25.1	-21.7	10.2	11.8	21.2
Jul	-5.8	14.8	19.8	9.2	-11.6	12.8	17.7	5.5
Aug	-17.0	13.0	21.6	17.3	-23.1	11.8	19.5	12.5
Sep	-1.2	5.2	4.5	27.6	-7.2	3.9	2.8	22.0
Oct	2.7	2.6	6.9	17.7	-3.4	1.4	3.7	14.3
Nov	7.6	2.5	10.4	21.4	1.6	1.1	7.6	17.1
Dec	17.6	-2.2	14.6	14.2	12.4	-3.2	10.9	10.2
1Q	8.6	6.7	5.5	13.2	0.8	2.6	4.8	9.4
2Q	62.6	19.2	9.8	18.5	49.9	15.8	8.8	14.6
3Q	-8.5	11.2	15.8	16.9	-14.4	9.7	14.0	12.3
4Q	9.5	0.8	10.8	17.5	3.7	-0.4	7.6	13.6
1H	29.1	12.7	7.7	15.9	19.8	9.0	6.8	12.1
2H	0.1	5.8	13.4	17.2	-5.8	4.4	10.8	12.9
Total	12.3	9.1	10.5	16.6	4.9	6.6	8.8	12.5

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